



# Government-Industry Partnerships

## *A New Software Supportability Tool*

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**Joint STARS Software Maintenance**

**Software Engineering Division**

**WR-ALC**

# Partnership



## *What is a Partnership?*

**A contract entered into by two or more parties in which a common interest is shared and each party agrees to furnish a part of the capital and share in the profits and losses.**

Webster's New University Dictionary



# Partnership Roadmap



- ★ *How can the government successfully partner with industry without conflicts of interest?*
  - ★ Acknowledge success criteria for each party
  - ★ Identify common interests
  - ★ Establish responsibilities for each party
  - ★ Establish terms or conditions of partnership
  - ★ Document the agreements
  - ★ Integrate Resources, Processes, and Products to be transparent to the customer
  - ★ **Gain Mutual Trust**

# Success



## ★ *Government*

- ★ Develop In-House Expertise
- ★ Establish Core Capability
- ★ Transition Workload to Organic
- ★ Reduce Risks
- ★ Reduce Capital Investment

## ★ *Industry*

- ★ Satisfy Contract Commitments
- ★ Satisfy Customer Expectations
- ★ Satisfy company/ stockholder expectations
- ★ Enhance Reputation

# Common Interests



## ★ *Improve Product Quality*

- ★ More Product Delivered
- ★ Better Performance

## ★ *Improve Efficiency*

- ★ Better Practices
- ★ Faster Processes
- ★ Cheaper Methods

## ★ *Bottom Line - Provide Superior Warfighter Support*



# Joint Responsibilities



- ★ ***Shared Information & Expertise***
- ★ ***Planning/Budgeting Resources***
- ★ ***Integrated Product Teams***
- ★ ***Common Metrics***
- ★ ***Work Accomplishment***
- ★ ***Collaborative Work Environment***
- ★ ***Single Face to Customer***



# Terms/Conditions



- ★ ***Assumptions***
- ★ ***Roles/Relationships***
- ★ ***Obligation to Perform***
- ★ ***Changes/Amendments***
- ★ ***Dispute Resolution***
- ★ ***Subcontracting***
- ★ ***Proprietary Info***
- ★ ***Intellectual Property***
- ★ ***Risks***
- ★ ***Liabilities***



# Partnership Instruments



- ★ Long-Range Memorandum of Agreement
- ★ Partnership Agreement
- ★ Implementation Agreements
- ★ Supplier Requirements Documents
- ★ Task Letters



# Integrated Team



- ★ ***Human Resources***
- ★ ***Computer Resources***
  - ★ **Contractor Laboratories**
  - ★ **Government Laboratories**
  - ★ **Integrated Digital Environment**
- ★ ***Processes***
- ★ ***Products***



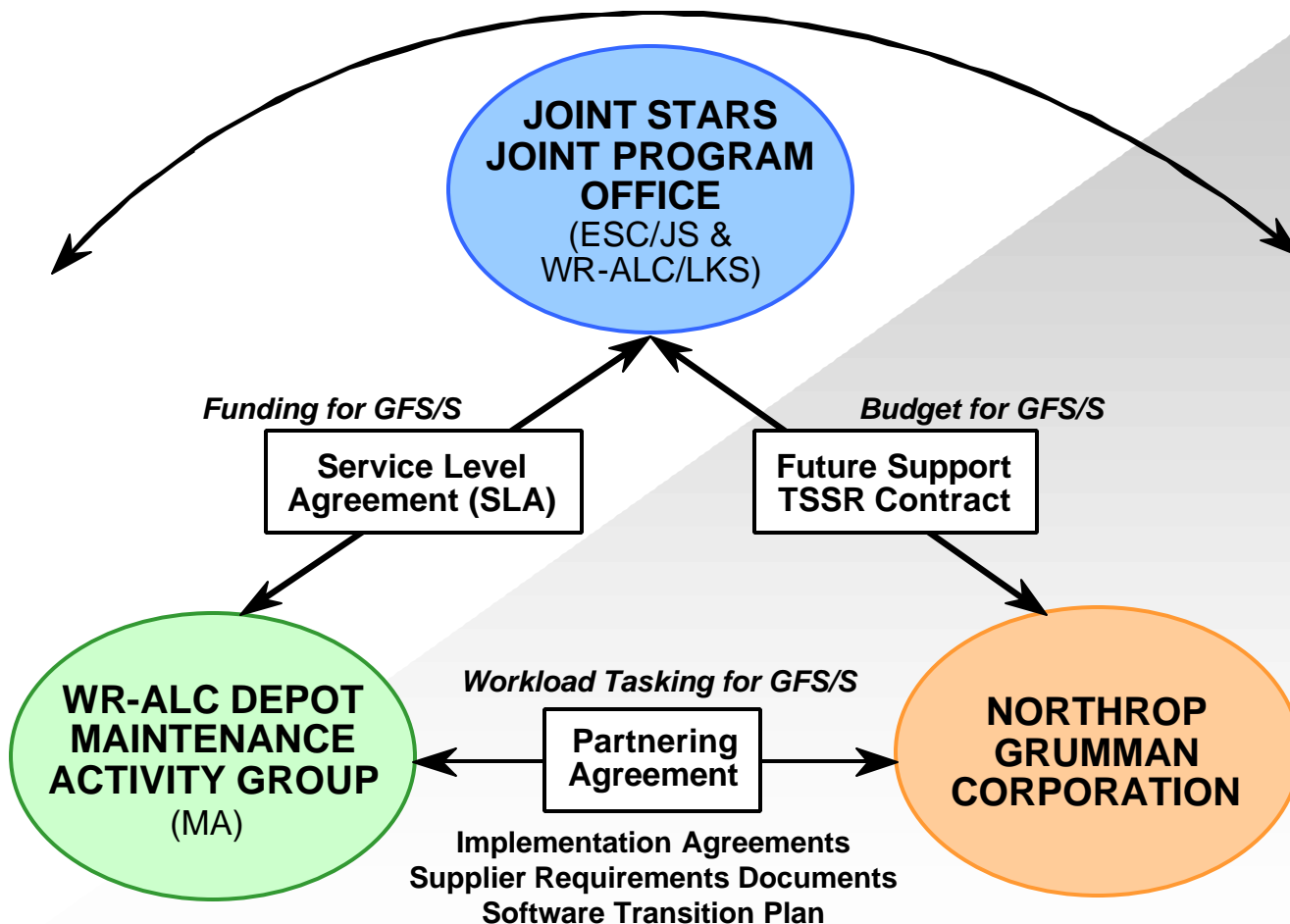
# Mutual Trust



- ★ *Shift to New Paradigm*
- ★ *Change Contractor Image of Government from Customer to Partner*
- ★ *Support Mutual Goals/Success Criteria*
- ★ *Collaborate in Management and Engineering*
- ★ *Seek Compromise*

# The Joint STARS Partnership

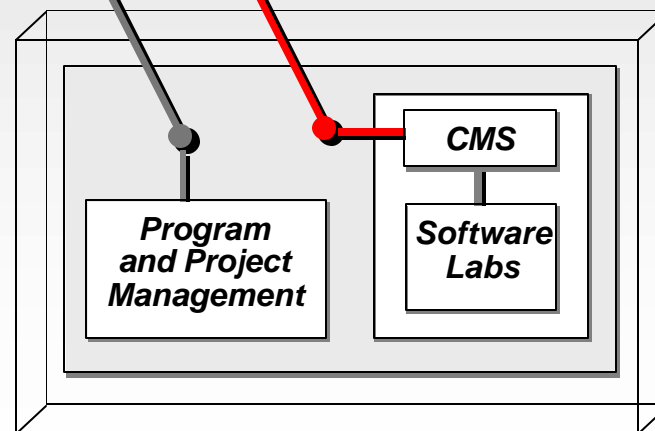
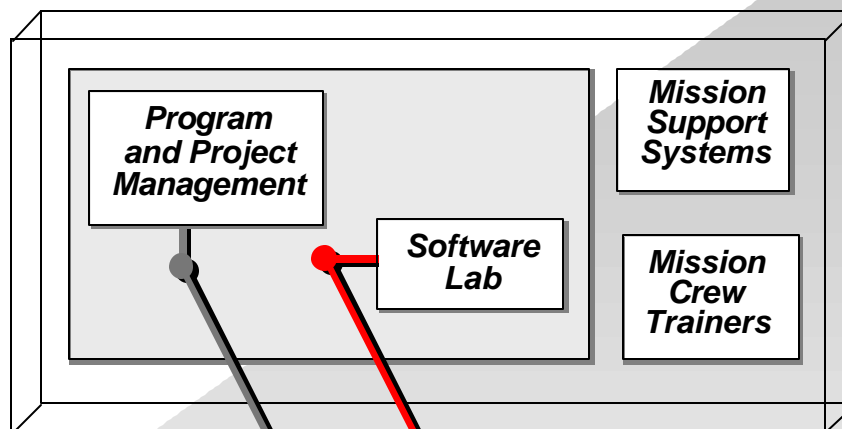
## LONG RANGE MEMORANDUM OF AGREEMENT



# Integrated Digital Environment (IDE)



**Mission Support Facility (Building 2039)**



**Integration & Test Facility (ITF)**

**DMAG Joint STARS Software Branch**  
Robins AFB, GA

**Northrop Grumman Corporation**  
Melbourne, FL

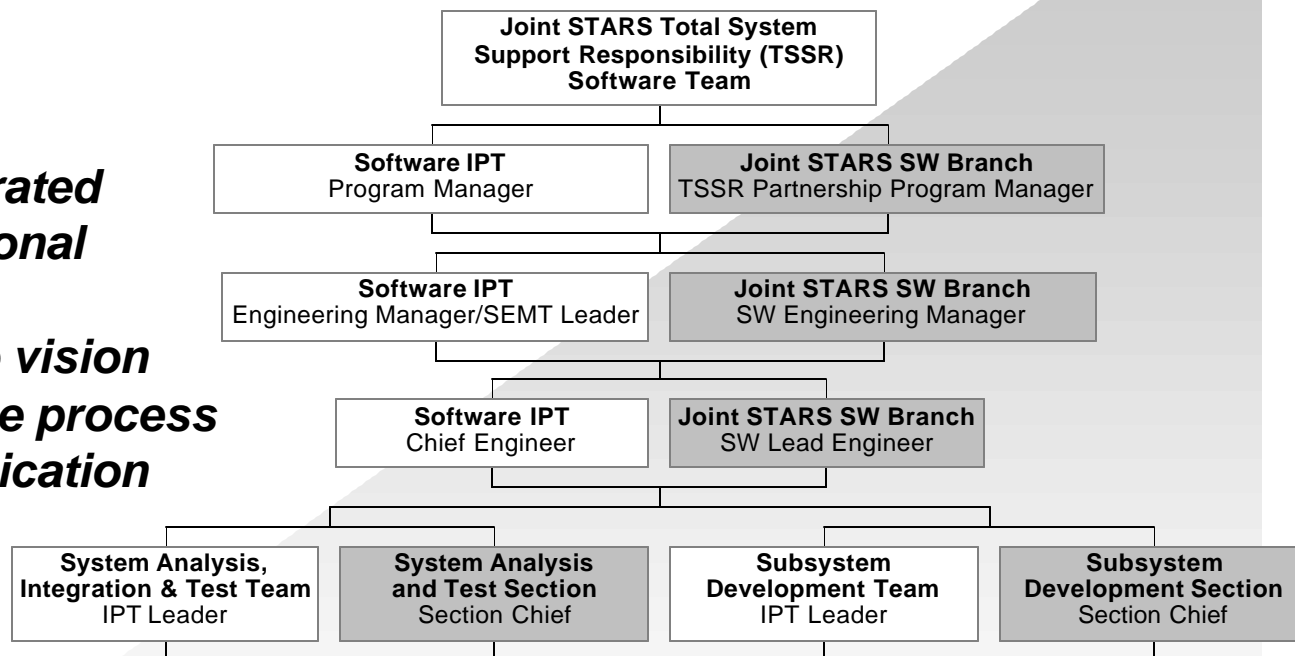


# The Joint STARS Software Team



## A Virtual Team

- **Geographically separated**
- **Integrated organizational structure**
- **Work toward a single vision**
- **Work through a single process**
- **Continuous communication**



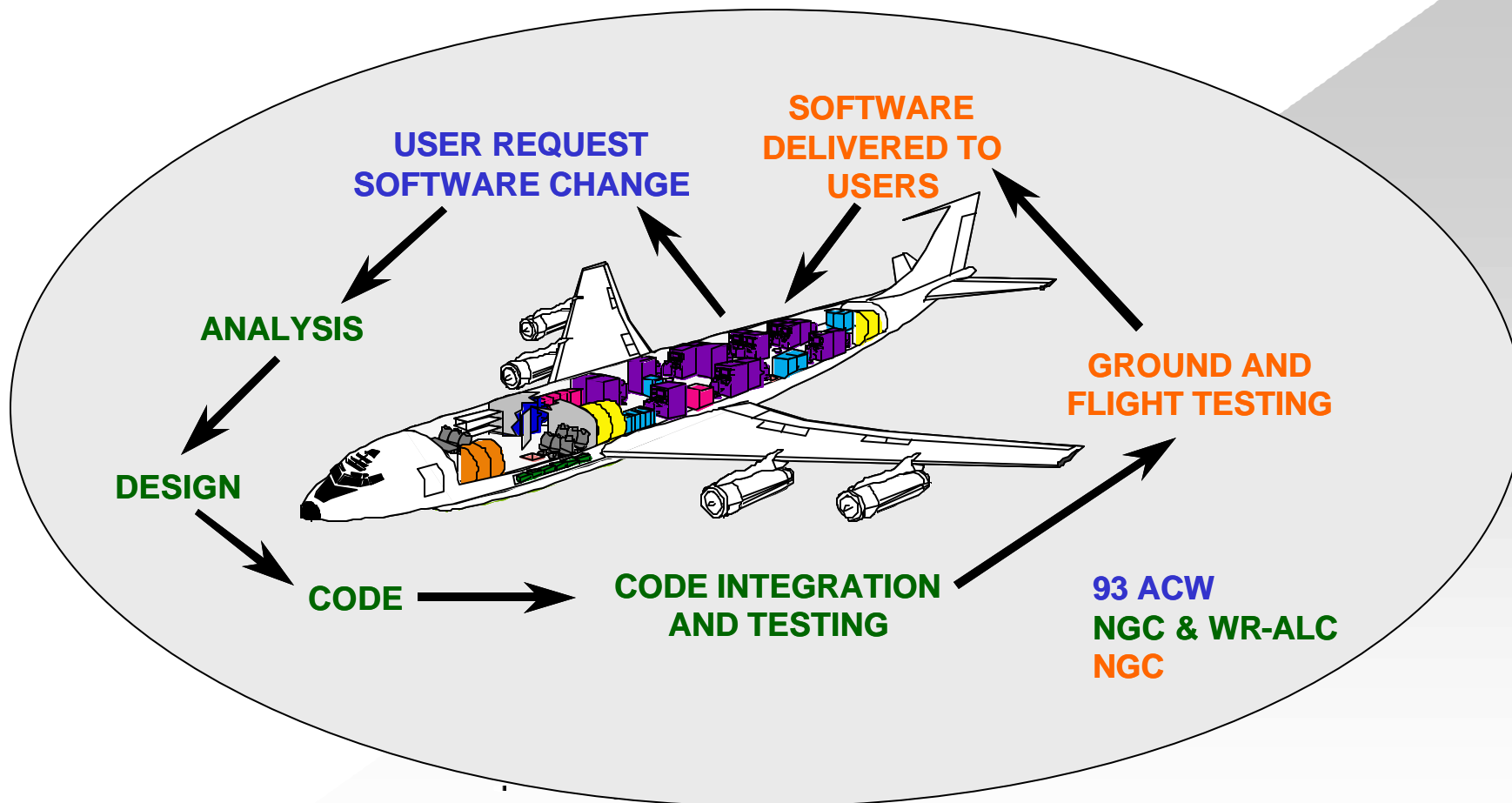
Air Force



Northrop Grumman Corp



# Joint STARS Software Sustainment



*The Partnered Software Maintenance Process*

# To Summarize



- ★ ***Define one another's success goals and mutually support them as your own***
- ★ ***Exploit the common interests, they form the foundation for the partnership***
- ★ ***Document responsibilities - a joint Statement of Work***
- ★ ***Establish terms or conditions of partnership - supports conflict resolution***
- ★ ***Document and coordinate the partnership***
- ★ ***Integrate management, technical and non-human resources***
- ★ ***Earn one another's Trust***